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13  
14 UNITED STATES DISTRICT COURT  
15 NORTHERN DISTRICT OF CALIFORNIA  
16 SAN FRANCISCO/OAKLAND DIVISION

17  
18 INTERSTATE FIRE & CASUALTY  
19 COMPANY,

20 Plaintiff,

21 v.

22 UNITED NATIONAL INSURANCE  
23 COMPANY and DOES 1 through 10,

24 Defendants.

25 UNITED NATIONAL INSURANCE  
26 COMPANY,

27 Counterclaimant,

28 v.

INTERSTATE FIRE & CASUALTY  
COMPANY and Roes 1 through 10,

Counterdefendants.

Action No.: C 07-04943 MHP

UNITED'S OPPOSITION TO  
INTERSTATE'S MOTION FOR SUMMARY  
JUDGMENT.

Accompanying document:

Response to Interstate's evidentiary  
objections.

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## 1 INTRODUCTION

2 United National Insurance Company's concurrent motion for summary judgment—  
3 incorporated for brevity here—explains that claims-made insurance was developed to  
4 “make coverage more available and cheaper than occurrence policies.” *Helfand v. Nat'l*  
5 *Union Fire Ins. Co.*, 10 Cal.App.4th 869, 888, 13 Cal.Rptr.2d 295 (1992). Basic to such  
6 an approach is the notion that one policy will apply to a given claim—the policy in effect  
7 when the claim is first made and reported.

8 In this instance, plaintiff Interstate Fire & Casualty Company and defendant United  
9 dispute when a claim for wrongful death was first made against their common insured,  
10 Cirrus Medical Staffing LLC. Having jointly settled the wrongful-death claim, each  
11 insurer seeks its respective payment back from the other. United contends that the  
12 wrongful-death claim was first made and reported when Cirrus learned of the lawsuit  
13 naming Cirrus's employee as the negligent actor (but mistakenly alleging that she was  
14 employed by another defendant), was told by one of the attorneys that the plaintiff now  
15 intended to add Cirrus, and reported this information to its insurer then on the risk—  
16 Interstate. Interstate, by contrast, contends that all of this activity did not suffice to  
17 constitute a claim, and that a claim was first made only when the plaintiff completed the  
18 ministerial task of correcting the wrongful-death complaint to name Cirrus as the  
19 negligent nurse's employer—something that occurred a couple of months later, after  
20 Cirrus had bought a new claims-made policy from United.

21 As shown in United's motion and within, Interstate's hypertechnical reading of the  
22 term “claim” defies common sense and lacks any support in the case law, which uniformly  
23 reads the term as a layperson would—and as Cirrus actually did here—to refer to  
24 complaints that go beyond mere expressions of dissatisfaction or lodging of mere  
25 grievances. There is no doubt that the wrongful-death complaint, the allegations about the  
26 mistakenly-identified Cirrus employee, and the news that the plaintiff intended to add  
27 Cirrus combined to constitute a claim, and was correctly identified by Cirrus as such and  
28 promptly reported to Interstate.

1       There is more. As discussed in United's motion and within, United's policy  
2 expressly excludes coverage for "[a]ny 'claim,' 'suit' or 'wrongful act' that might result in  
3 a 'claim' or 'suit,' of which any insured had knowledge or could have reasonably foreseen  
4 at the signing date of the application for this insurance." It concurrently expands coverage  
5 by calling for an insured to report not merely formal demands, but also anything of which  
6 the insured becomes aware that "may give rise to a 'claim.'" Such "awareness" clauses  
7 have long been the approved norm for claims-made coverages. *E.g., Gyler v. Mission Ins.*  
8 *Co.*, 10 Cal.3d 216, 220, 110 Cal.Rptr. 139 (1973); *KPFF, Inc. v. California Union Ins.*  
9 *Co.*, 56 Cal.App.4th 963, 975, 66 Cal.Rptr.2d 36 (1997)—discussed within. Interstate,  
10 however, argues that its coverage is narrower than usual because it does not include a  
11 standard awareness clause. Interstate's approach creates a potential gap in coverage  
12 because an insured with knowledge of a probable future claim during Interstate's policy  
13 period would be unable to report it at that time and then, because of that knowledge, be  
14 barred from coverage by a standard awareness exclusion in any subsequent policy issued  
15 by another insurer.

16       Fortunately for Cirrus, that potential gap did not materialize here because the  
17 wrongful-death claim was indeed first made and reported during Interstate's period. But  
18 Interstate's odd policy structure does explain why its arguments here require such peculiar  
19 mental gyrations at odds with a common-sense application of claims-made insurance:  
20 Interstate struggles to avoid the appearance of a gap. The brief that follows responds to  
21 Interstate's specific arguments and cross-references United's concurrent motion as  
22 needed. Because the facts are undisputed, United does not repeat its statement of facts  
23 from its own motion. Based on those facts, United respectfully urges the court to deny  
24 Interstate's motion, grant United's, and order entry of a money judgment in favor of  
25 United in the amount of its \$100,000 underlying settlement contribution, plus prejudgment  
26 interest, as prayed in United's motion.

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## DISCUSSION

1. Interstate muddles the standards for determining which of the two claims-made policies applies.

Interstate begins its motion with a section devoted to what it calls “Equitable Indemnity Principles.” (Motion 9:12-10:14.) There, Interstate asserts that “[a] settling insurer seeking equitable indemnity from a nonparticipating coinsurer need only establish a ‘potential for coverage’ under the recalcitrant coinsurer’s policy in order to obtain reimbursement of those costs of defense and settlement.” (Motion 9:28-10:4, citing *Safeco Ins. Co. of Am. v. Superior Court*, 140 Cal.App.4th 874, 879, 44 Cal.Rptr.3d 841 (2006).)

Interstate is quite wrong, and it begins its error by misapplying *Safeco*. The *Safeco* court held that, despite the general rule that an insurer's duty to indemnify arises only where there is actual coverage for an insured's liability, where one insurer defends and settles a claim and then sues another insurer that shares the same risk but refused to pay, the participating insurer's burden of producing evidence is met as to both the duty to defend *and* indemnify by showing potential coverage under the nonparticipating insurer's policy. 140 Cal.App.4th at 881. The "potential-for-coverage" standard is, of course, always the standard for defense. The key is that *Safeco* punishes an insurer that refuses to participate in a settlement by creating a rebuttable presumption of *actual coverage* (indemnity), thereby placing the burden of proving non-coverage on that nonsettling insurer. The *Safeco* court adopted this standard for indemnity to prevent insurers from "disavow[ing] their contractual responsibilities to their insureds ...." *Id.* at 881. But *Safeco* does not apply where, as here, both insurers paid the settlement and each seeks its money back from the other. *See, e.g., St. Paul Fire and Marine Ins. Co. v. Hebert Constr., Inc.*, 2007 U.S.Dist.LEXIS 18337, \*29 (W.D. Wash. 2007) ("The Court rejects Admiral's assertion that *Safeco* [ ] is controlling[;] [t]he *Safeco* decision considered an action by a settling insurer against a 'nonparticipating insurer,' which is markedly different from the case before this Court").

1 Interstate also mischaracterizes *Safeco* as setting forth a principle of “equitable  
 2 indemnity,” whereas the *Safeco* court actually limited its holding to “an action for  
 3 equitable *contribution* by a settling insurer against a nonparticipating insurer,” *id.* at 881  
 4 (italics added), clarifying that the nonparticipating insurer there had “rejected all tenders  
 5 and refused to participate ....” *Id.* at 877. As noted in *Safeco*, “[e]quitable contribution  
 6 apportions costs among insurers *sharing the same level of liability* on the same risk as to  
 7 the same insured ....” *Id.* at 879 (italics added). Thus, “[t]he purpose of this rule of  
 8 equity is to accomplish substantial justice by *equalizing the common burden shared by*  
 9 *coinsurers ....*” *Id.* (italics added).

10 By contrast, the instant cross-motions do not involve claims for equitable  
 11 contribution because neither insurer contends that coverage was *shared*; instead, each  
 12 contends that the other is *entirely responsible* for the defense and indemnity of Cirrus. As  
 13 discussed in United’s concurrent motion, this is the nature of the claims-made-and-  
 14 reported policies because, by definition, a claim cannot be *first* made and reported under  
 15 two policies covering consecutive periods. And Interstate improperly characterizes  
 16 United as a “nonparticipating” insurer because United contributed \$100,000 toward the  
 17 settlement of the *Tracy* action.

18 In fact, Interstate is way off base by invoking a potential-for-coverage standard  
 19 even as to its demand for recoupment of underlying defense fees. (Motion 9:6-11.)  
 20 Potential-for-coverage analysis involves determining whether the allegations of an  
 21 underlying complaint, if proven, would satisfy a policy’s substantive coverage provisions.  
 22 *See, e.g., Montrose Chem. Corp. v. Superior Court*, 6 Cal.4th 287, 295, 24 Cal.Rptr.2d  
 23 467 (1993). Here, neither insurer disputes that the underlying *Tracy* action asserted a  
 24 claim for medical negligence within their policies’ substantive terms. The court need not  
 25 parse either the underlying complaint or any extrinsic evidence. Because the scope of  
 26 substantive coverage is not an issue here, the potential-for-coverage standard, and  
 27 Interstate’s rhetorical flourishes involving bare “possibilities” or “conceivable theories”  
 28 (Motion at 9, 14) are entirely irrelevant. *See, e.g., Root v. American Equity Spec. Ins. Co.*,

1 130 Cal.App.4th 926, 943, 30 Cal.Rptr.3d 631 (2005) (“the reporting condition” is “not an  
 2 element of the fundamental risk insured”).<sup>1</sup>

3 Instead, Interstate’s demand for defense-cost recoupment—just like its demand for  
 4 settlement-cost recoupment—depends solely on whether the claims-made-and-reported  
 5 conditions have been met under Interstate’s or under United’s policy. One policy or the  
 6 other applies.

7

8 **2. The *Tracy* action was a claim first made-and-reported under the  
 Interstate policy alone.**

9

10 Interstate asserts that the United policy applies because “Cirrus was not a defendant  
 11 to the *Tracy* action until the Amended Complaint was filed and served on Cirrus in March  
 12 2006 ....” (Motion 10:17-22.) Interstate is wrong.

13

14 **A. The Interstate policy.**

15 As set forth in United’s concurrent motion, under claims-made-and-reported  
 16 policies “notice is the event that actually triggers coverage.” *Pension Trust Fund etc. v.*  
*Federal Ins. Co.*, 307 F.3d 944, 956-957 (9th Cir. 2002). Here, it is undisputed that in  
 17 January 2007—while Interstate’s policy was in effect—Interstate received a copy of the  
 18 *Tracy* action naming Cirrus’s employee (Nurse Robinson) as the person responsible for  
 19 the death of the decedent and Cirrus’s agent gave Interstate a “notice of claim” reporting  
 20 the *Tracy* plaintiff’s intention to name Cirrus as a defendant. (Joint Statement of  
 21 Undisputed Facts [JSUF] No. 7, Exh. E. [*Tracy* complaint p. 4, ¶19]; JSUF No. 8, Exh. F  
 22 [attorney letter]; JSUF No. 10, Exh. H [notice of claim]; JSUF No. 11, Exh. I [email re

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<sup>1</sup> Interstate’s reliance upon *Aydin Corp. v. First State Ins. Co.*, 18 Cal.4th 1183, 1193, 77  
 Cal.Rptr.2d 537 (1998), for the proposition that the burden shifts once Interstate has made  
 its *prima facie* showing of potential coverage (Motion 10) is equally misplaced, because  
*Aydin* was not an action between insurers seeking recoupment, and because *Aydin* held  
 that “there is no compelling reason to alter the normal allocation of the burden of proof  
 with respect to the ‘sudden and accidental’ exception to the pollution exclusion,” which  
 has no application here.

1 attachments to Interstate]; JSUF No. 12, Exh. J [attorney transmittal to Interstate].)

2 The question, therefore, is whether all these notices sufficed to trigger Interstate's  
 3 policy. It plainly does. No wonder, then, that Interstate asserts in a conclusory way that  
 4 its policy does not apply because "[t]he January 2006 communications do not meet any  
 5 element of a 'claim' under either the ordinary and popular meaning or under the Interstate  
 6 definition." (Motion 16:11-13.)

7 This is nonsense. The Interstate policy first defines a claim as a "demand for  
 8 money ...." (Exh. A, Form 01-PL-4002 (03/04), p. 5 [IFC00161].) As noted in United's  
 9 motion, "[t]he ordinary meaning of 'demand' as used in this context [of claims-made-and-  
 10 reported coverage] is a request for something under an assertion of right or an insistence  
 11 on some course of action." *Westrec Marina Mgmt., Inc. v. Arrowood Indem. Co.*, 163  
 12 Cal.App.4th 1387, 1392, 78 Cal.Rptr.3d 264 (2008). By contrast, "[a] mere request for an  
 13 explanation, expression of dissatisfaction, or lodging of a grievance that falls short of such  
 14 an insistence is not a demand." *Id.* The January notices to Interstate providing the  
 15 complaint that had been filed for the death of Marilyn Tracy and that specifically named  
 16 Cirrus's employee Robinson as legally responsible, and advising that the plaintiff in *Tracy*  
 17 intended to hold Cirrus liable, were not a mere expression of dissatisfaction. They  
 18 constituted a "demand," and thus a claim under the Interstate policy. *Westrec*, 163  
 19 Cal.App.4th at 1393.

20 Interstate also asserts that the "January 2006 communications" cannot constitute a  
 21 claim because they "were ... not by a claimant ...." (Motion 11:16-18.) The point is  
 22 meritless, however, because there is no requirement in the policy or the law that a  
 23 claimant personally relay the demand to the insured. *See, e.g., Root*, 130 Cal.App.4th at  
 24 931 (nonparty's telephone inquiry to lawyer seeking reaction to unserved malpractice  
 25 action, which attorney considered to be a "possible prank," did constitute a "claim.").

26 Next, Interstate cites *Mt. Hawley Ins. Co. v. Federal Sav. & Loan Ins. Co.*, 695  
 27 F.Supp. 469, 479 (C.D. Cal. 1987), for the proposition that Interstate's "definition [of  
 28 claim] clearly meets the ordinary and popular meaning of the word 'claim.'" (Motion

1 16:8-10.) But Interstate's assertion does not refute the conclusion that the complaint  
 2 naming Cirrus's employee combined with the letter notifying that the attorney for the  
 3 *Tracy* plaintiffs intended to sue Cirrus constituted a "demand." Moreover, *Mt. Hawley*  
 4 harmonizes with *Westrec* by finding that pre-suit letters advising that "failure to comply  
 5 with [government] directives could result in 'formal enforcement proceedings,'" and  
 6 asking directors to "address the issues raised 'in light of your fiduciary duties with respect  
 7 to the safety and soundness of Consolidated Savings Bank,'" constituted a claim made  
 8 against a bank's officers and director's for the purpose of claims-made-and-reported  
 9 coverage, although litigation was not commenced until after the policy had expired. 695  
 10 F.Supp. at 479. The point simply is not close.

11 Interstate also argues that "the 'ordinary and popular' meaning of 'claim' is not met  
 12 by [attorney] Skrak's warning" that plaintiff "intend[s] to bring you into the case."  
 13 (Motion 11:18-20.) But Interstate ignores *Westrec*, which construes the word "demand"  
 14 and requires a contrary conclusion. 163 Cal.App.4th at 1392; *see also Williamson &*  
 15 *Vollmer Engineering, Inc. v. Sequoia Ins. Co.*, 64 Cal.App.3d 261, 268, 134 Cal.Rptr. 427  
 16 (1976) (letter advising that 'there are major deficiencies in the air distribution system on  
 17 this project [caused by the insured] and, therefore, we must hold your firm responsible for  
 18 correcting the condition" constituted a claim).

19 Significantly, Interstate likewise fails to confront the fact that its policy also  
 20 defines a claim to include the "filing of **Suit naming the Insured.**" (Exh. A., Form 01-  
 21 PL-4002 (03/04), p.5 [IFC00165], italics added.) As noted in United's motion, in  
 22 everyday usage the verb "to name" means to "[a]ssign a specified, proper name to" or "to  
 23 refer to by name ...." *See*, [www.websters-online-dictionary.org](http://www.websters-online-dictionary.org). The original *Tracy*  
 24 complaint referred by name to Cirrus's employee, Nurse Robinson, and the complaint was  
 25 thus a suit "naming" her. Robinson, who acted in the course and scope of her  
 26 employment, qualified as an insured. Thus, the January notices also satisfied Interstate's  
 27 alternate definition of "claim." *Root*, 130 Cal.App.4th at 933 ("reasonable insureds might  
 28 very well deduce that the mere filing of a suit against them, even without their knowledge,

1 is a ‘claim’ under the policy”).

2 Because the *Tracy* complaint named Robinson, it is immaterial that it did not name  
 3 Cirrus—contrary to Interstate’s suggestion. (Motion 11:16-18.) This is true under  
 4 Interstate’s basic definition of “claim” because the complaint naming Robinson coupled  
 5 with the news that the *Tracy* plaintiff would sue Cirrus amounted to a demand. It is also  
 6 true under Interstate’s expanded definition because the *Tracy* complaint specifically  
 7 “named” an “insured,” Nurse Robinson. As applied to the latter definition, the Interstate  
 8 policy makes any amendment to the original suit—such as the later amended complaint  
 9 also naming Cirrus—“considered as having been made at the time the first such **Claim** is  
 10 made ....” (Exh. A, Form 01-PL-4002 (03/04), p. 2 [IFC00162].) Thus, the Interstate  
 11 policy applied to both the original and amended *Tracy* complaints under either of  
 12 Interstate’s definitions of “claim.”

13

14 **B. The United policy.**

15 If the Interstate policy applied to the *Tracy* complaints, the United policy could not.  
 16 As noted in United’s motion, its policy applies “only if a ‘claim’ ... is *first* made against  
 17 the insured and reported to [United] during the ‘policy period.’” (Exh. B, Form CPA-119  
 18 (2/2005), p. 1 [IFC00070].) Thus, the claim must have been *first* made *after* United’s  
 19 policy began on January 27, 2006, in order for coverage to attach. United’s policy defines  
 20 a “claim” as a “written demand upon the insured for ‘compensatory damages,’” or,  
 21 alternatively, a “report[] of accidents, errors, occurrence, offenses or omissions which may  
 22 give rise to a ‘claim’ under this policy.” (Exh. B, Form CPA-119 (2/2005), p. 7  
 23 [IFC00076].) As under the Interstate policy, the letter to Cirrus advising that it was to be  
 24 sued, was more than an expression of dissatisfaction or an inquiry—it was an assertion of  
 25 a right and course of action against Cirrus. *Westrec*, 163 Cal.App.3d at 1396. And the  
 26 *Tracy* complaint expressly demanded compensatory damages for Nurse Robinson’s  
 27 alleged wrongful acts, constituting a “claim” under the United policy. *Root*. The pre-  
 28 policy demand thus met the United policy’s first definition of “claim.”

1        In asserting that the January notices did not meet the first clause in United’s  
 2 definition of claim, Interstate cites *Mt. Hawley*, 695 F.Supp. at 479, for “the ordinary and  
 3 popular meaning of ‘claim’” as “a demand for something as a right or as due.” (Motion  
 4 11:14-15.) As explained earlier, however, *Mt. Hawley* actually confirms that a pre-suit  
 5 letter advising of an intent to sue constitutes a “demand” for the purpose of a claims-  
 6 made-and-reported policy. 695 F.Supp. at 479.

7        United’s policy also expands the definition of claim to include a report of conduct  
 8 that “may give rise to a ‘claim,’” an alternative that also was satisfied before the United  
 9 policy incepted because attorney Skrak’s letter and the *Tracy* complaint advised Cirrus of  
 10 Robinson’s conduct that might (indeed, would) give rise to a suit. (Exh. B, Form CPA-  
 11 119 (2/2005), p. 7 [IFC00076].) Interstate attacks this expanded claim definition as  
 12 “expressly ‘includ[ing] something that is *not* a claim—i.e., an occurrence, event, etc., that  
 13 is not now a claim but may form the basis for a claim that develops in the future.”  
 14 (Motion 11:27-12:2.) Interstate cavils that this clause “turns the ordinary and popular  
 15 meaning of ‘claim’ on its head, changing it from meaning a demand for something as a  
 16 right or due, to an amorphous test of ‘knowledge’ an occurrence or event that may or may  
 17 not ever result in such a demand.” (Motion 12:6-10.) According to Interstate, “this ...  
 18 would have the absurd result of determining coverage based on an insured’s knowledge  
 19 that an event or occurrence happened without any demand by a claimant.” (Motion 12:6-  
 20 8.)

21        Interstate’s arguments lack merit. United’s expanded coverage through the  
 22 expanded definition of “claim” does not effect an “absurd result,” but encourages an  
 23 insured to report conduct that might later ripen into a lawsuit, and to have that lawsuit  
 24 deemed to constitute a claim first made at the time the conduct is reported. Such  
 25 “awareness provisions” have been common and routinely enforced for decades. *See, e.g.,*  
 26 *Gyler v. Mission Ins. Co.*, 10 Cal.3d 216, 220, 110 Cal.Rptr. 139 (1973) (“The first quoted  
 27 paragraph provides coverage when the date of injury is within the policy period whenever  
 28 asserted; the second paragraph provides additional coverage when both the negligent act

1 has occurred and the attorney has given the insurer notice thereof but injury occurs after  
 2 expiration of the policy"); *KPFF, Inc. v. California Union Ins. Co.*, 56 Cal.App.4th 963,  
 3 975, 66 Cal.Rptr.2d 36 (1997) ("both the basic terms of the policy and the awareness  
 4 provision define the triggering event as the reporting of claims made during the policy  
 5 period"). As noted in introduction, the only peculiarity in this instance is that *Interstate*,  
 6 not United, apparently attempts to limit its claims-made coverage to less than that which is  
 7 traditionally underwritten.

8       *Interstate* next asserts that this clause should be "read in accord with the doctrine of  
 9 *ejusdem generis*, holding that general words following specific words are construed to  
 10 apply only to the same class of things initially specified," and "[s]ince the first sentence of  
 11 the definition very specifically lists the elements of a 'claim' the second sentence can only  
 12 reasonably be read to apply where those elements are met in the alternative form of a  
 13 'report' of an act or event." (Motion 12:11-18.) The doctrine has no place here, however,  
 14 because the second clause defining a "claim" is not a "general" clause following specific  
 15 language, but is rather a specific and alternate definition of claim that is enforceable under  
 16 California law. *KPFF; Gyler*.

17       *Interstate* asserts that "a 'claim' cannot also be expressly defined as something that  
 18 is *not* a claim," apparently referring to the fact that the expanded definition refers to  
 19 conduct "which may give rise to a 'claim' under this policy." (Motion 12:21-22.)  
 20 *Interstate* argues that "the second sentence should be deemed ambiguous and the  
 21 definition interpreted in favor of coverage." (Motion 12:19-20) Similarly, *Interstate*  
 22 urges that the court should "reject literal enforcement of the second sentence of the  
 23 'claim' definition as insufficient conspicuous," because "it voids the ordinary and popular  
 24 meaning of 'claim' and transforms the policy into an occurrence-based coverage rather  
 25 than a claims-made coverage." (Motion 13:11-18.)

26       Nonsense. The expanded definition merely "provides additional coverage." *Gyler*,  
 27 10 Cal.3d at 220. *Interstate*'s argument that the clause should not be enforced would in  
 28 fact *restrict* coverage for the insured by precluding it from reporting possible future

1 claims. Nor does the use of the term “claim” render the second clause ambiguous any  
 2 more than Interstate’s standard definition of “bodily injury” renders itself ambiguous.  
 3 That standard definition says “‘**Bodily injury**’ means bodily injury, sickness or disease,  
 4 mental anguish, psychological injury or emotional distress sustained by any person,  
 5 including death at any time resulting therefrom[.]” (Exh. A, Form 01-PL-4002 (03/04), p.  
 6 5 [IFC00165].) The nested use of “bodily injury” in the standard definition of “bodily  
 7 injury” is not—and has never been found to be—confusing, and does no more than  
 8 expand the definition. So it is with the nested use of “claim” in United’s policy.  
 9 Interstate’s strange arguments thus fail.

10 Under either definition, the claim was first made before United’s policy began, and  
 11 service of the amended *Tracy* complaint was deemed to have been made at the time of the  
 12 original notice to Cirrus and Interstate. (Exh. B, Form CPA-119 (2/2005), at p. 1  
 13 [IFC00070].) United’s policy never applied to the *Tracy* action.

14

15 **3. Interstate ignores United’s prior-knowledge exclusion, which  
 16 barred coverage for the *Tracy* action.**

17 As shown in United’s motion, its policy excludes coverage for “[a]ny ‘claim,’ ‘suit’  
 18 or ‘wrongful act’ that might result in a ‘claim’ or ‘suit,’ of which any insured had  
 19 knowledge or could have reasonably foreseen at the signing date of the application for this  
 20 insurance.” (Exh. B, Form CPA-119 (2/2005), p. 3 [IFC00072].) The exclusion  
 21 unambiguously applies here because Greg Allen of Cirrus signed the application for the  
 22 United policy on January 23, 2007, 19 days after attorney Skrak had written to him and  
 23 told him that plaintiff intended to sue him and 18 days after he had received the *Tracy*  
 24 complaint detailing Robinson’s alleged negligence and demanding compensatory  
 25 damages. (JSUF No. 34; Exh. DD.) Additionally, Cirrus actually *did* foresee, at the time  
 26 Allen signed the application, that a suit against Cirrus would result from Nurse  
 27 Robinson’s alleged wrongful acts—after all, Cirrus had already reported it to Interstate—  
 28 thereby triggering the “reasonably foreseen” clause of United’s exclusion as a matter of

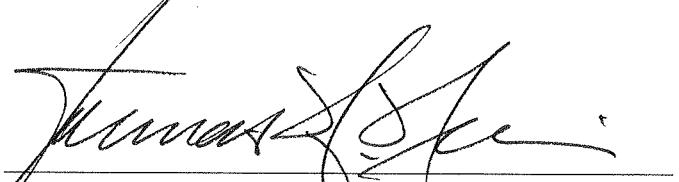
1 law. Thus, both clauses of United's prior-knowledge exclusion bar coverage. (United's  
 2 Motion 16:3-18:4.)<sup>2</sup>

3  
 4 **CONCLUSION**

5 As demonstrated in United's motion, coverage for Cirrus's alleged liability in the  
 6 *Tracy* action was triggered only under Interstate's policy and not under United's, and the  
 7 prior-knowledge exclusion of United's policy would in any event bar coverage under it.  
 8 Interstate's policy provides no basis to refute these conclusions. United, therefore,  
 9 respectfully requests an order granting its motion for summary judgment and ordering  
 10 entry of judgment in favor of United and against Interstate on the complaint and  
 11 counterclaim, including entry of a money judgment against Interstate in the sum of  
 12 \$100,000, plus prejudgment interest.

13 Respectfully submitted,

14 NIELSEN, HALEY & ABBOTT LLP

15  
 16   
 17 August 4, 2008 By: \_\_\_\_\_

18  
 19 Thomas H. Nienow  
 20 Attorneys for Defendant and Counterclaimant  
 21 UNITED NATIONAL INSURANCE COMPANY

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 27  
 28 <sup>2</sup> Interstate also raises three straw-man arguments: First, it cites United's coverage clause, which says that the policy applies only where "no other insurance applies," but says this is unenforceable because United's "only way to defeat ... potential coverage [was] to secure a judicial finding that its policy does not provide coverage." (Motion 14:5-6.) But United does not rely on this language. (Even if it did, "there is no particular requirement that an insurer ask the permission of a trial court before withdrawing from a defense, once the insurer has determined that no potential for indemnification liability exists." *Ringler v. Maryland Cas. Co.*, 80 Cal.App.4th 1165, 1192, 80 Cal.Rptr.2d 136 (2000).) Second, Interstate argues that United "may claim, using hindsight, that Cirrus made a material misrepresentation in its application ...." (Motion 15:10-11.) United makes no such argument. Third, Interstate projects that United "may claim that its indemnity obligation is limited to \$100,000 by virtue of a "Sexual or Physical Abuse" endorsement ...." (Interstate's Motion 15:20-22.) Again, United makes no such argument.

*Interstate Fire & Casualty Company v. United National Ins. Co.*  
United State District Court, Northern District Court No.: C 07-04943 MHP

## PROOF OF SERVICE

I declare that:

I am a citizen of the United States, employed in the County of San Francisco. I am over the age of eighteen years, and not a party to the within cause. My business address is 44 Montgomery Street, Suite 750, San Francisco, California 94104. On the date set forth below I served the following document(s) described as:

## UNITED'S OPPOSITION TO INTERSTATE'S MOTION FOR SUMMARY JUDGMENT

[ ] (BY FAXSIMILE) by transmitting via facsimile the document(s) listed above to the fax number(s) set forth below, or as stated on the attached service list, on this date.

(BY MAIL) I caused such envelope(s) with postage thereon fully prepaid to be placed in the United States mail at San Francisco, California.

[ ] (BY PERSONAL SERVICE) I caused such envelope(s) to be delivered by hand this date to the offices of the addressee(s).

(BY OVERNIGHT DELIVERY) I caused such envelope(s) to be delivered to an overnight delivery carrier with delivery fees provided for, addressed to the person(s) on whom it is to be served.

(BY ELECTRONIC SERVICE) by submitting an electronic version of the document(s) to be served on all parties listed on the service list on file with the court as of this date.

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Co.

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I declare under penalty of perjury that the foregoing is true and correct and that this declaration was executed on August 4, 2008, at San Francisco, California.

Fatima Puente